

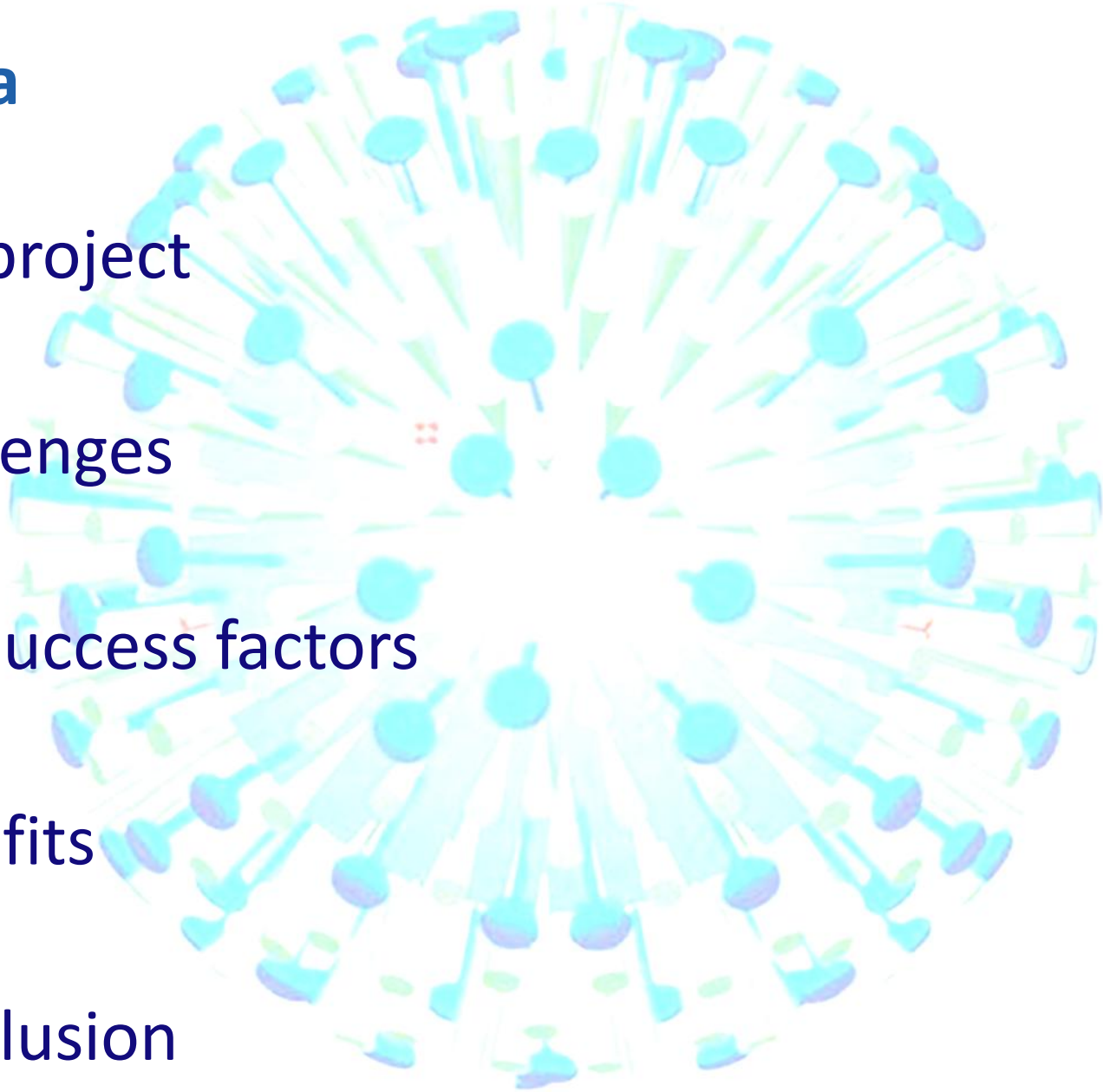
Influenza Vaccine Technology Transfer to Brazil



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Agenda

- The project
- Challenges
- Key success factors
- Benefits
- Conclusion

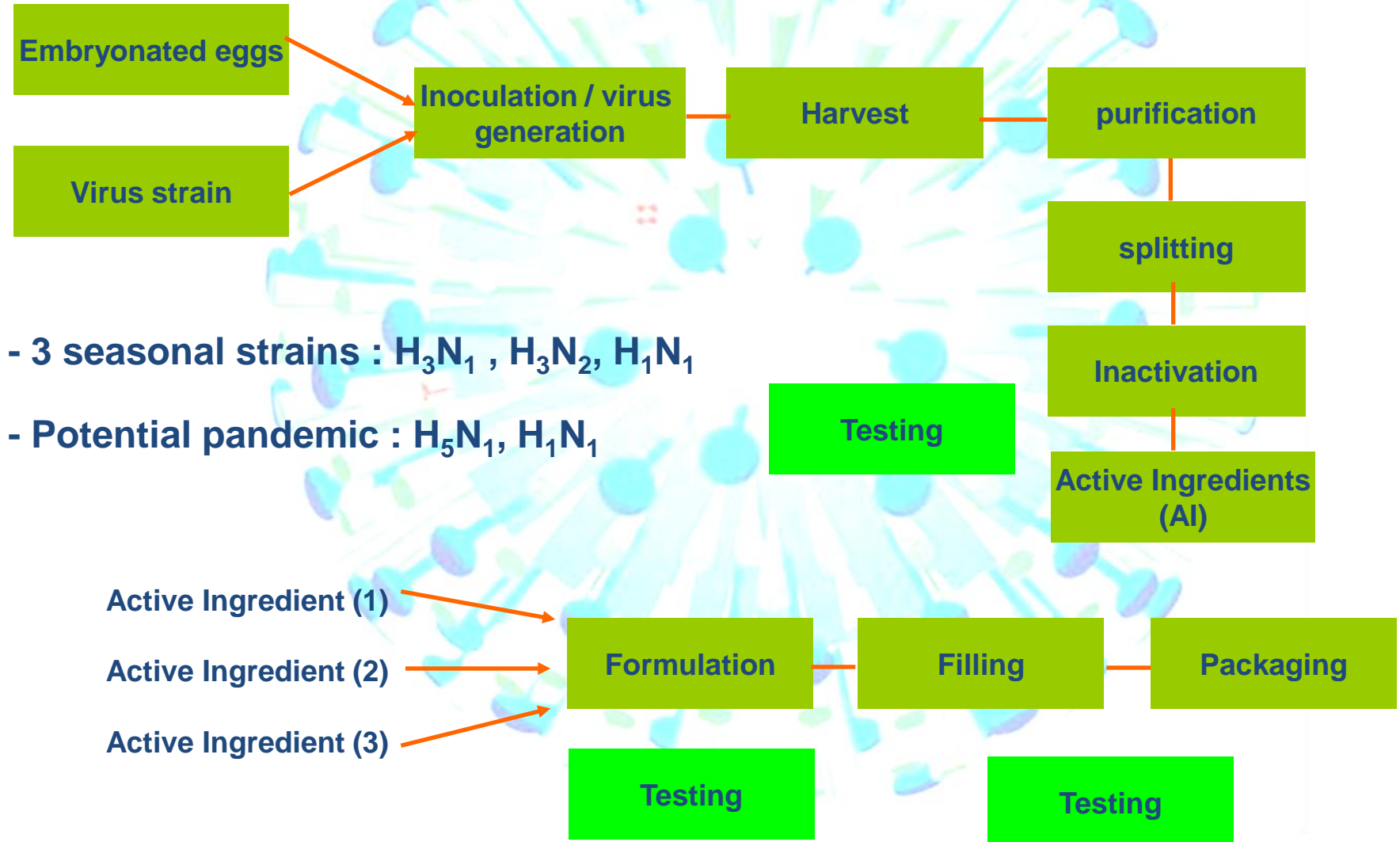


Project

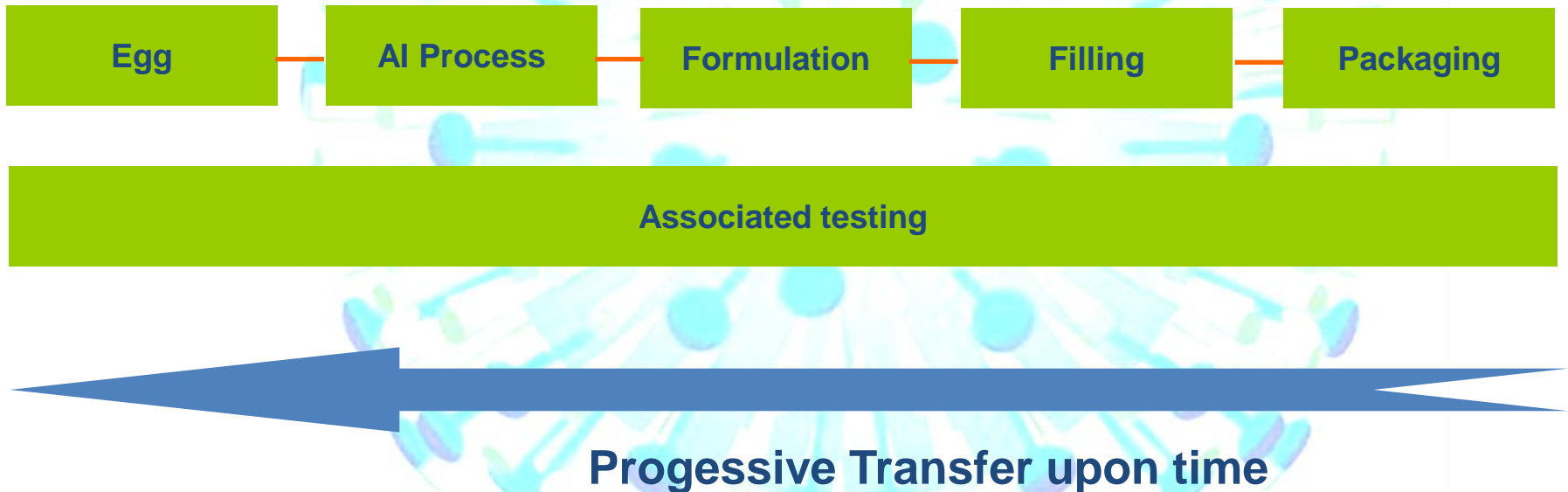
- An ambitious project
 - To enable Butantan Institute, our Partner, to produce Flu vaccines to serve National Public Market



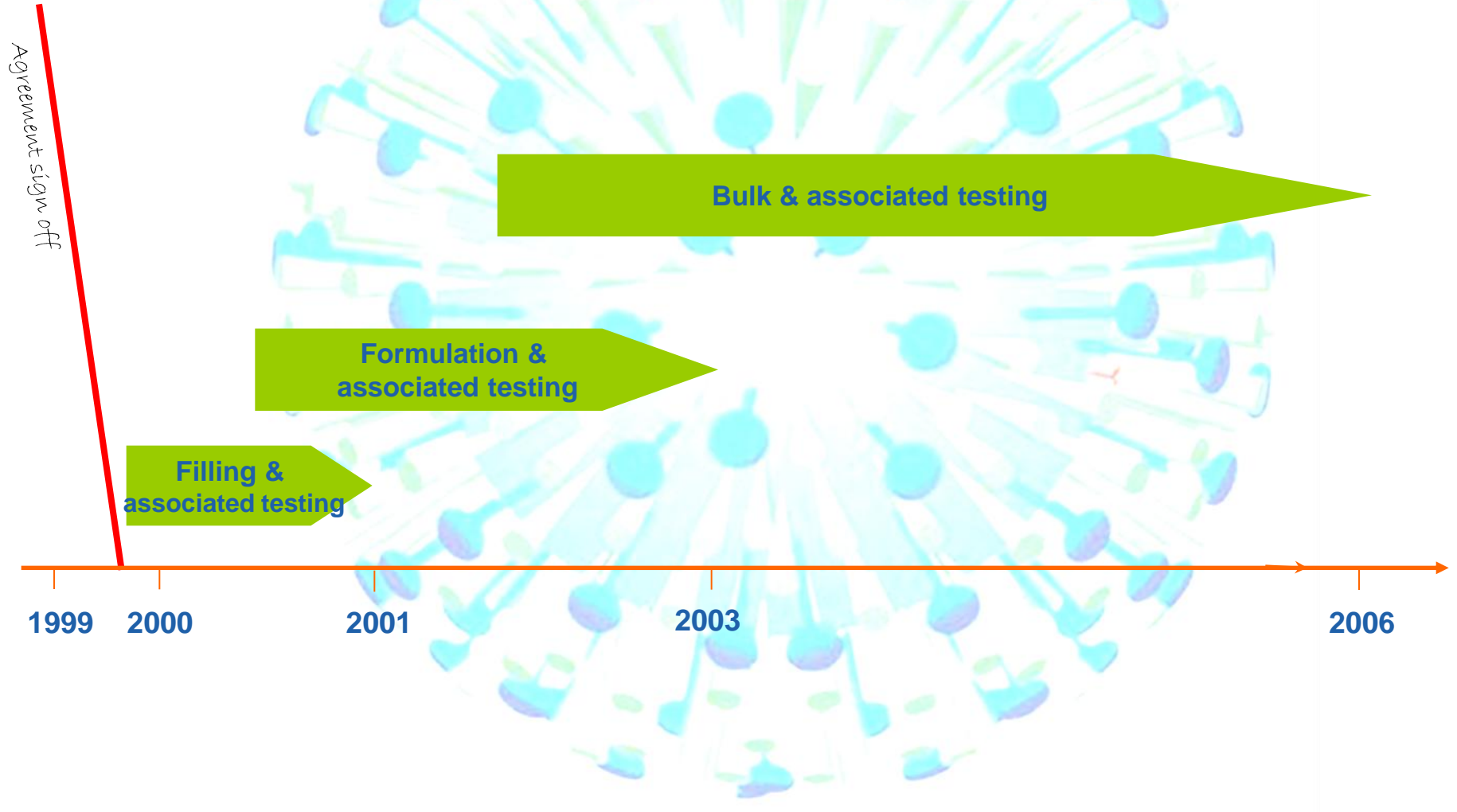
The project : FLU Vaccine Technology



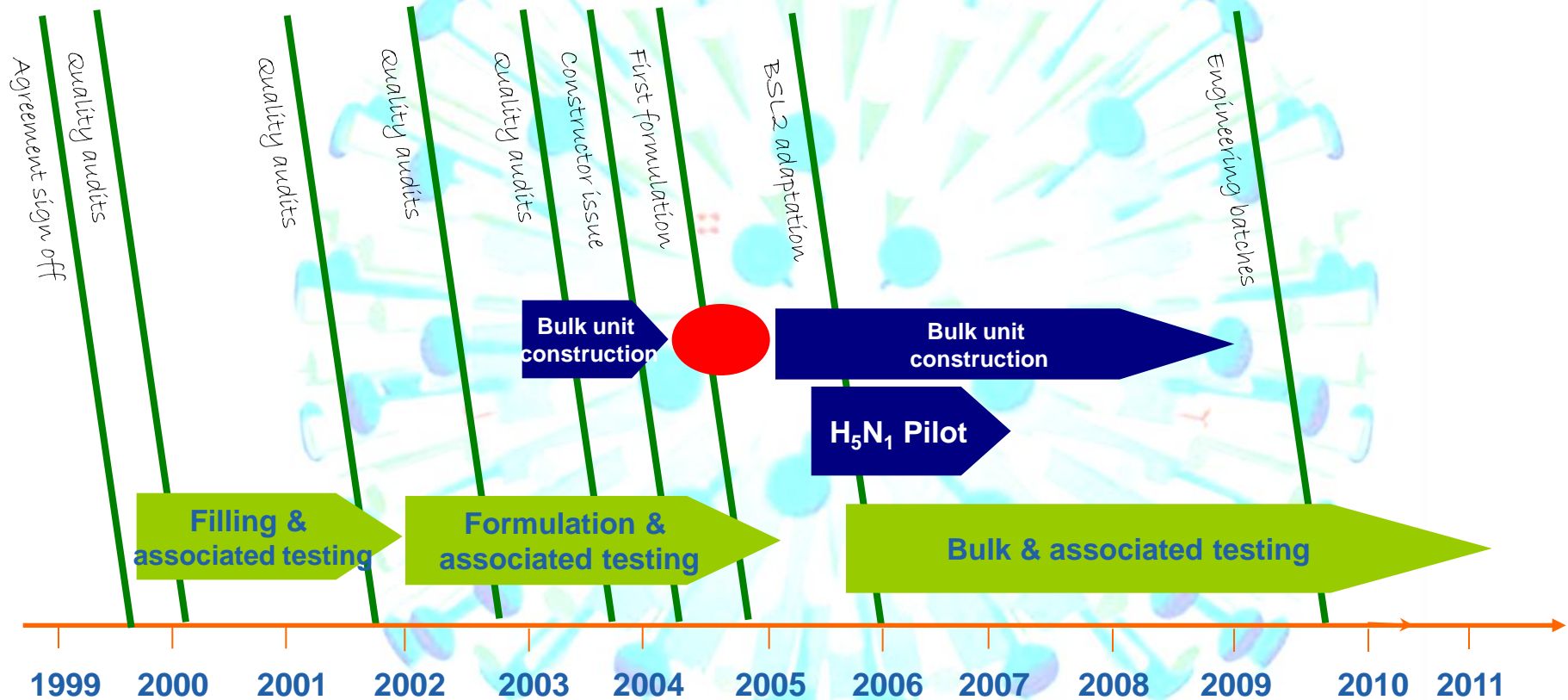
The project : Technology Transfer Strategy



The project : initial Strategy



The project : Technology Transfer current story



Challenges



- First project of this order of magnitude for the Partners
- Multiplicity of acting « partners »
- Local contextual situation
- Cultural changes
- Scope evolution during project
- Resource stability
- Skills availability

Key succes factors



- Shared will to succeed
- Resource availability
 - Human and financial
- Change management
- Win – Win approach
- Organisation efficiency on all sides
- Training effort

Benefits

- Availability of product immediately locally to cover healthcare needs
- Progressive acquisition of manufacturing capability to serve the public market for Butantan Institute
- SP being exclusive provider of product during the duration of the project (5 years minimum)
- Relationship with this historical partner and local authorities

Conclusion

- To make vaccine technology transfer to emerging countries a success even with an ambitious goal means :
 - There is a real will of all the parties involved
 - The appropriate resources are allocated
 - The benefits are really shared (good faith)
 - Everybody acknowledge that the ultimate winner to be considered is the patient
 - All parties have the mindset to overcome together any unexpected hurdle



Q & A